

Date	Day	Name of the session	Pedagogy	Outline
To Be Decided		Pre-departure Training	Online	
6th January	Flight from St.-Petersburg to Delhi.			
7th January	Arrival to Delhi, Trip to the UPES University. Welcome ceremony, Introduction to the Winter School			
8th January 2024	Monday	Welcome and Introduction to India	Workshop	In this session we will meet and get introduced to the course and meet our facilitators
		Business Environment in India	Lecture/Interaction	In this session we will cover the following: Overview of Indian Business Environment: Introduction to India's economic, political, and social landscape, emphasizing opportunities and challenges for businesses. Regulatory Framework and Policies: Understanding business regulations, tax system, and government policies impacting domestic and foreign enterprises. Market Entry Strategies: Exploring cultural nuances, consumer behavior, and effective approaches for successful market entry and growth in India.
		Discussion on Term Paper for the winterschool	Interaction	We will be discussing with each of the candidates term paper which they have to write at the end of the summer school.
9th January 2024	Tuesday	Political Economy in India	Lecture/Interaction	In this session we will be covering the following .Political Landscape of India: Analyzing the political system, key political parties, and the influence of government policies on the country's economic direction and business environment. Economic Policies and Reforms: Examining India's economic policies, recent reforms, and their impact on industries, investments, and overall economic growth. Business-Government Relations: Understanding the dynamics between businesses and the Indian government, including advocacy, lobbying, and corporate social responsibility initiatives within the political economy context.
		The role of civil society	Workshop	In this session we will cover the following. Civil Society Overview: Understanding the diverse and vibrant civil society landscape in India, encompassing NGOs, community-based organizations, and advocacy groups, and their role in addressing social, environmental, and humanitarian issues. Empowering Marginalized Communities: Exploring how civil society initiatives in India contribute to empowering marginalized communities, promoting inclusivity, and advocating for human rights and social justice.
		Visit to a Non-Profit organisation		
10th January 2024	Thursday	Classroom discussion: Is India a rich or a poor country	Lecture/Interaction	What makes a country rich ? What can countries do to beat the poverty trap.
		Whose reality counts ? The haves and have nots in India	Lecture/Interaction	today we will discuss the following. Development should prioritize the perspectives, needs, and aspirations of the marginalized and disadvantaged communities themselves, rather than relying solely on expert-driven solutions. Conventional development projects often fail to consider the realities, knowledge, and experiences of the people they are intended to benefit, resulting in ineffective and sometimes harmful outcomes. We will discuss how participatory development and urging practitioners, policymakers, and organizations to prioritize the empowerment of local communities and the recognition of their realities as essential elements in creating meaningful and impactful development interventions.
		Visit to nearby villages		
11th January 2024	Wednesday	Economics reform in India	Lecture/Interaction	In this session we will cover the following. Economic Liberalization in India: Tracing the history and significance of economic reforms in India, with a focus on the liberalization policies introduced in the early 1990s to boost economic growth and attract foreign investment. Sector-specific Reforms: Analyzing key sectoral reforms undertaken in India, such as financial sector reforms, taxation reforms, and labor market reforms, and their impact on business, investment, and employment. Future Prospects and Challenges: Evaluating the potential for further economic reforms in India, considering the challenges and opportunities in sustaining growth, promoting innovation, and addressing income inequality to achieve inclusive economic development.
		Interaction with a civil servant/Policy maker	Interaction	
		Introduction to India stack- Finance, Health, Social Security	Lecture	In this session we will discuss the following. India Stack is a groundbreaking digital infrastructure that aims to empower citizens and businesses in India through secure and interoperable digital platforms. It consists of four layers: Aadhaar, a biometric-based identification system; e-KYC (Know Your Customer), a paperless authentication process; Unified Payments Interface (UPI), enabling instant and seamless fund transfers; and the Digital Locker, providing a secure cloud storage system for documents. India Stack revolutionizes access to services such as financial transactions, government benefits, and e-commerce by promoting digital inclusion, enhancing efficiency, and fostering innovation in the country's digital ecosystem.

12th January 2024	Friday	Culture and Negotiation in India	Workshop	Today through a hands on workshop we will learn the following. In Indian culture, negotiations are shaped by distinct characteristics. The communication style revolves around hierarchy, where proper titles and formality are crucial. Building strong personal relationships is emphasized, as trust plays a significant role in successful negotiations. Engaging in small talk and showing genuine interest in counterparts fosters rapport. Moreover, indirect communication is common, especially regarding sensitive matters, and one must be attentive to non-verbal cues and subtle signals. Direct refusal or disagreement may be avoided to maintain harmony. By understanding and respecting these cultural aspects, negotiators can navigate the Indian context effectively and achieve positive outcomes.
		Interaction with Start ups and ecosystem players	Interaction	
13th January 2024		ESG and the Indian corporations	Lecture/Interaction	In this session we will discuss the following. Environmental, Social, and Governance (ESG) considerations are gaining increasing prominence in India's corporate landscape. Companies are recognizing the significance of sustainability, responsible business practices, and social impact. Environmental consciousness is growing, with greater focus on eco-friendly initiatives and carbon reduction. Socially, businesses are addressing issues like labor rights, gender diversity, and community development. Governance reforms aim to improve transparency, accountability, and ethical behavior. Investors are increasingly valuing ESG performance when making decisions, encouraging Indian companies to integrate sustainability practices into their strategies, ultimately fostering a more sustainable and responsible business environment in the country.
	Saturday	Visit to SME/Company in and around Dehradun		
14th January 2024	Sunday	Evening. Yoga retreat in Rishikesh/Ddehradun		
		Start up India	Workshop	We will learn how to develop ideas and build them into start ups
15th January 2024	Monday	Discussion- Jugaad, the Indian innovation system	Lecture	In today's session we will discuss the following. Jugaad is a unique Indian innovation system characterized by resourcefulness and frugality, where individuals creatively find quick and low-cost solutions to challenges. It is a bottom-up approach rooted in local contexts and everyday experiences. Jugaad's agile spirit has inspired global interest in adopting customer-centric problem-solving methods, but sustainability and adherence to standards remain important considerations. Overall, Jugaad showcases Indian ingenuity and has had a significant impact on innovation practices worldwide.
16th January 2024	Tuesday	Good byes		
Following week		De Brief	Online	